

# Internal Growth at Hanehan Dairy

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# Snapshot of Hanehan Dairy

SUM ... BY LCTGP FOR FDATE>0 DDATE=0								
By LCTGP	%COW	#COW	Av MILK	AvDIMTD	Av PCTF	Av PCTP	Av AGE	Av305ME
1	35	180	73	188	0.0	0.0	31	27381
2	24	127	90	171	0.0	0.0	43	29776
3	40	207	87	175	0.0	0.0	72	26597
=====	=====	=====	=====	=====	=====	=====	=====	=====
Total	100	514	83	178	0.0	0.0	50	27654

# How do dairies grow internally?

## Heifers

- Low rate of still borns
- Don't lose calves
- Grow heifers properly and breed them on time

## Cows

- Minimize transition cow problems
- Successful reproduction program
- Control mastitis
- Sound feet and legs
- Will result in a low cull rate
  - but do cull unprofitable cows

# Stillborn calves – Goal < 5%

Started new protocol...

Calf Report for 01/19/04 - 01/18/05														
Month	Fresh	None	Twins	%T	Male	Female	%F	Alive	Dead	%D	M:Dead	%M	F:Dead	%F
1/04	24	0	5	21	11	18	62	23	6	21	1	9	5	28
2/04	37	2	3	8	23	15	39	30	8	21	3	13	5	33
3/04	46	1	4	9	28	21	43	48	1	2	1	4	0	0
4/04	43	1	2	5	27	17	39	40	4	9	3	11	1	6
5/04	47	3	3	6	23	24	51	44	3	6	2	9	1	4
6/04	62	3	5	8	39	25	39	62	2	3	1	3	1	4
7/04	59	1	3	5	31	30	49	56	5	8	3	10	2	7
8/04	68	1	7	10	35	39	53	66	8	11	6	17	2	5
9/04	51	1	3	6	28	25	47	50	3	6	1	4	2	8
10/04	48	2	2	4	21	27	56	48	0	0	0	0	0	0
11/04	48	2	3	6	26	23	47	46	3	6	2	8	1	4
12/04	52	1	2	4	24	29	55	51	2	4	1	4	1	3
1/05	17	0	0	0	6	11	65	17	0	0	0	0	0	0
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
TOTAL	602	18	42	7	322	304	49	581	45	7	24	7	21	7

Total freshenings

Good

# Stillborn calves in 1<sup>st</sup> lactation animals

Started new protocol.

Calf Report for 01/19/04 - 01/18/05														
Month	Fresh	None	Twins	%T	Male	Female	%F	Alive	Dead	%D	M:Dead	%M	F:Dead	%F
1/04	11	0	1	9	3	9	75	9	3	25	0	0	3	33
2/04	13	0	0	0	8	5	38	9	4	31	2	25	2	40
3/04	23	1	1	4	11	12	52	22	1	4	1	9	0	0
4/04	19	1	0	0	13	5	28	15	3	17	2	15	1	20
5/04	19	2	2	11	9	10	53	16	3	16	2	22	1	10
6/04	17	1	2	12	8	10	56	16	2	11	1	12	1	10
7/04	18	0	0	0	8	10	56	17	1	6	1	12	0	0
8/04	16	0	0	0	7	9	56	13	3	19	2	29	1	11
9/04	10	0	0	0	3	7	70	9	1	10	0	0	1	14
10/04	16	0	0	0	5	11	69	16	0	0	0	0	0	0
11/04	13	0	0	0	6	7	54	13	0	0	0	0	0	0
12/04	19	0	0	0	9	10	53	19	0	0	0	0	0	0
1/05	3	0	0	0	2	1	33	3	0	0	0	0	0	0
=====	=====	=====	=====	==	=====	=====	==	=====	=====	==	=====	==	=====	==
TOTAL	197	5	6	3	92	106	54	177	21	11	11	12	10	9



Fluke, error, or something exciting?

(These heifers came in off of pasture!)

# DOA from a dairy that has been getting smaller...

Calf Report for 03/05/04 - 03/05/05														
Month	Fresh	None	Twins	%T	Male	Female	%F	Alive	Dead	%D	M:Dead	%M	F:Dead	%F
3/04	9	0	2	22	4	7	64	10	1	9	0	0	1	14
4/04	10	0	0	0	4	6	60	8	2	20	0	0	2	33
5/04	13	0	2	15	8	7	47	14	1	7	1	12	0	0
6/04	9	1	1	11	4	5	56	9	0	0	0	0	0	0
7/04	6	0	0	0	4	2	33	5	1	17	1	25	0	0
8/04	7	0	0	0	5	2	29	7	0	0	0	0	0	0
9/04	5	0	3	60	4	4	50	5	3	38	1	25	2	50
10/04	11	0	1	9	7	5	42	11	1	8	1	14	0	0
11/04	7	0	1	14	3	5	62	7	1	12	0	0	1	20
12/04	10	0	1	10	4	7	64	8	3	27	0	0	3	43
1/05	9	0	1	11	7	3	30	9	1	10	1	14	0	0
2/05	12	0	1	8	9	4	31	8	5	38	2	22	3	75
3/05	2	1	0	0	0	1	99	0	1	99	0	0	1	99
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
TOTAL	110	2	13	12	63	58	48	101	20	17	7	11	13	22

# DOA in 1<sup>st</sup> lactation animals at this same dairy

Esc  A  Calf Report for 03/05/04 - 03/05/05															
Month	Fresh	None	Twins	%T	Male	Female	%F	Alive	Dead	%D	M:Dead	%M	F:Dead	%F	
3/04	2	0	0	0	0	2	99	1	1	50	0	0	1	50	
4/04	4	0	0	0	1	3	75	2	2	50	0	0	2	67	
5/04	5	0	0	0	2	3	60	4	1	20	1	50	0	0	
6/04	4	1	0	0	1	2	67	3	0	0	0	0	0	0	
7/04	2	0	0	0	2	0	0	1	1	50	1	50	0	0	
9/04	1	0	1	99	1	1	50	0	2	99	1	99	1	99	
10/04	6	0	0	0	4	2	33	5	1	17	1	25	0	0	
11/04	3	0	0	0	2	1	33	3	0	0	0	0	0	0	
12/04	4	0	0	0	1	3	75	2	2	50	0	0	2	67	
1/05	3	0	0	0	2	1	33	2	1	33	1	50	0	0	
2/05	6	0	1	17	4	3	43	2	5	71	2	50	3	99	
3/05	2	1	0	0	0	1	99	0	1	99	0	0	1	99	
=====	=====	=====	=====	==	=====	=====	==	=====	=====	==	=====	==	=====	==	
TOTAL	42	2	2	5	20	22	52	25	17	40	7	35	10	45	

# IG: Don't lose calves

EVENTS ... FOR LACT=0\BISP						
ID	AGE	BDAT	Event	DIM	Date	R
2598	0	01/27/04	SOLD	11	02/07/04	CAR16
2612	0	02/23/04	SOLD	3	02/26/04	CAR16
2608	0	02/14/04	SOLD	28	03/13/04	CAR13
2620	0	03/13/04	SOLD	19	04/01/04	CAR13
2662	0	05/26/04	SOLD	29	06/24/04	CAR16
2726	0	08/11/04	SOLD	2	08/13/04	CAR14
2735	0	08/15/04	SOLD	5	08/20/04	CAR16
2812	0	11/21/04	SOLD	5	11/26/04	CAR16
2823	0	12/05/04	SOLD	1	12/06/04	CAR16
2809	0	11/13/04	SOLD	30	12/13/04	CAR14
2585	1	01/03/04	SOLD	44	02/16/04	CAR13
2594	1	01/22/04	SOLD	48	03/10/04	CAR13
2717	1	07/29/04	SOLD	48	09/15/04	CAR13
2766	1	09/21/04	SOLD	51	11/11/04	CAR13
2586	2	01/04/04	SOLD	64	03/08/04	CAR13
2605	2	02/07/04	SOLD	73	04/20/04	CAR13
2602	3	01/30/04	SOLD	111	05/20/04	CAR14
2696	3	07/06/04	SOLD	101	10/15/04	CAR11
2695	3	07/06/04	SOLD	101	10/15/04	CAR11
2691	3	06/28/04	SOLD	109	10/15/04	CAR13
2712	3	07/23/04	SOLD	100	10/31/04	CAR16
2533	5	10/29/03	SOLD	159	04/05/04	CAR16
2563	5	12/06/03	SOLD	166	05/20/04	CAR14
2618	6	03/09/04	SOLD	206	10/01/04	CAR16
2653	6	05/08/04	SOLD	192	11/16/04	CAR13
2626	7	03/21/04	SOLD	226	11/02/04	CAR14
2531	8	10/26/03	SOLD	258	07/10/04	CAR9
2398	9	03/25/03	SOLD	303	01/22/04	CAR16

Goal: Calf mortality of < 1%

38 “sold”  
475 heifers  
(8%)

*... includes calves lost  
in new calf barn while  
trying to tweak  
ventilation system*



- Command : BREDSUM\EY

Date	Ht	Elig	Heat	Pct	Pg	Elig	Preg	Pct	Aborts
=====	=====	=====	=====	=====	=====	=====	=====	=====	=====
11/06/03		56	33	59		56	13	23	3
11/27/03		48	15	31		48	6	12	0
12/18/03		51	34	67		51	10	20	1
1/08/04		48	26	54		48	10	21	1
1/29/04		51	37	73		51	13	25	0
2/19/04		50	27	54		50	11	22	1
3/11/04		54	29	54		54	11	20	0
4/01/04		52	34	65		52	4	8	0
4/22/04		55	22	40		55	3	5	0
5/13/04		58	34	59		58	15	26	0
6/03/04		52	24	46		52	13	25	0
6/24/04		52	29	56		52	13	25	0
7/15/04		55	16	29		55	5	9	0
8/05/04		68	34	50		68	5	7	0
8/26/04		79	45	57		79	15	19	0
9/16/04		76	40	53		76	8	11	0
10/07/04		82	43	52		0	0	0	0
10/28/04		76	39	51		0	0	0	0
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Total		905	479	53		905	155	17	6

## Heifer Repro Results

Goals:

HDR > 60%

CR > 60%

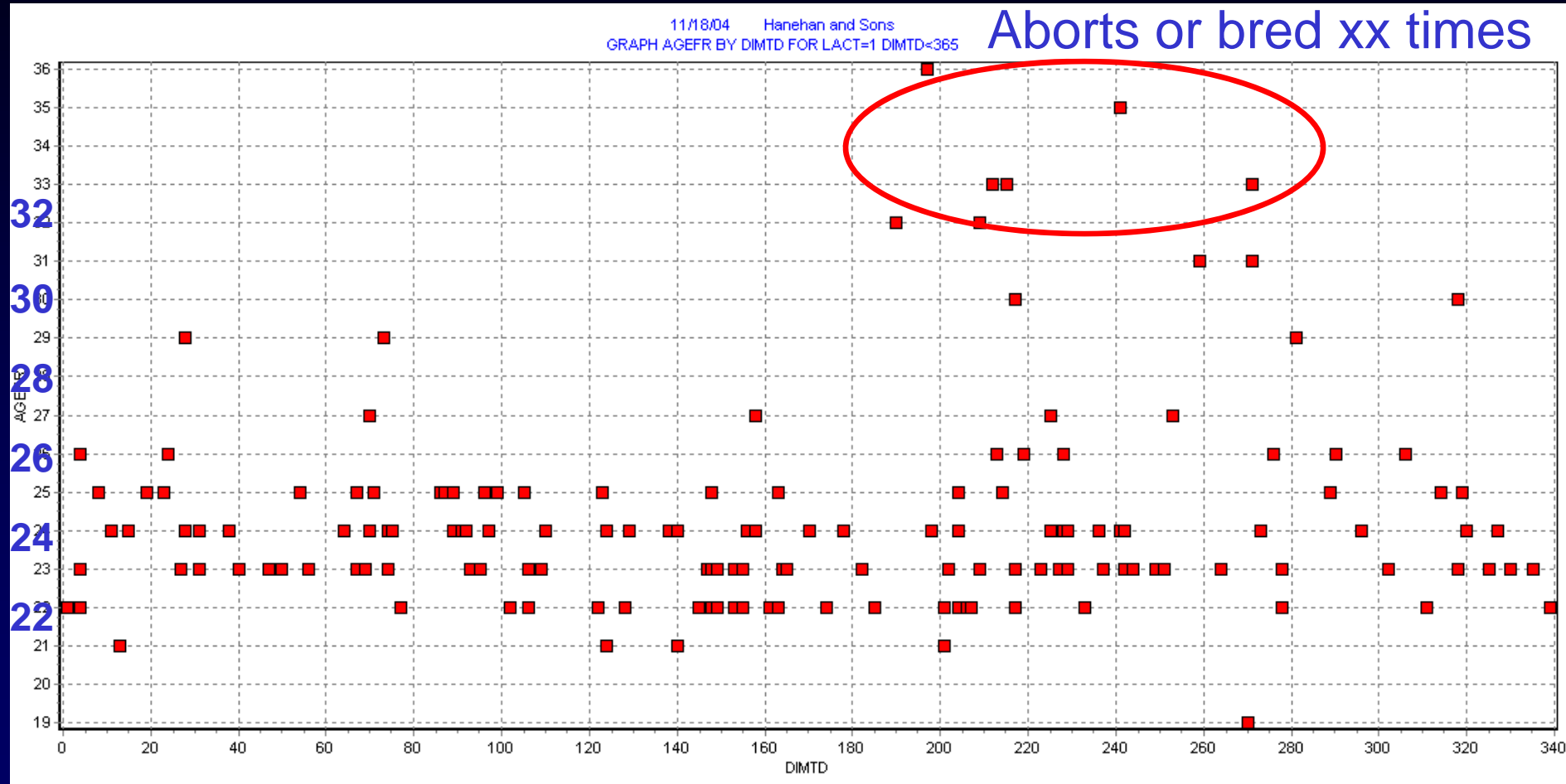
PR > 25%

Pregnancy Rate

Heat Detection Rate

CR = 32%

# Heifer Repro Results



24 months average AFC

Goal, %

# Health events during 2004

<

6

25

8

2

2

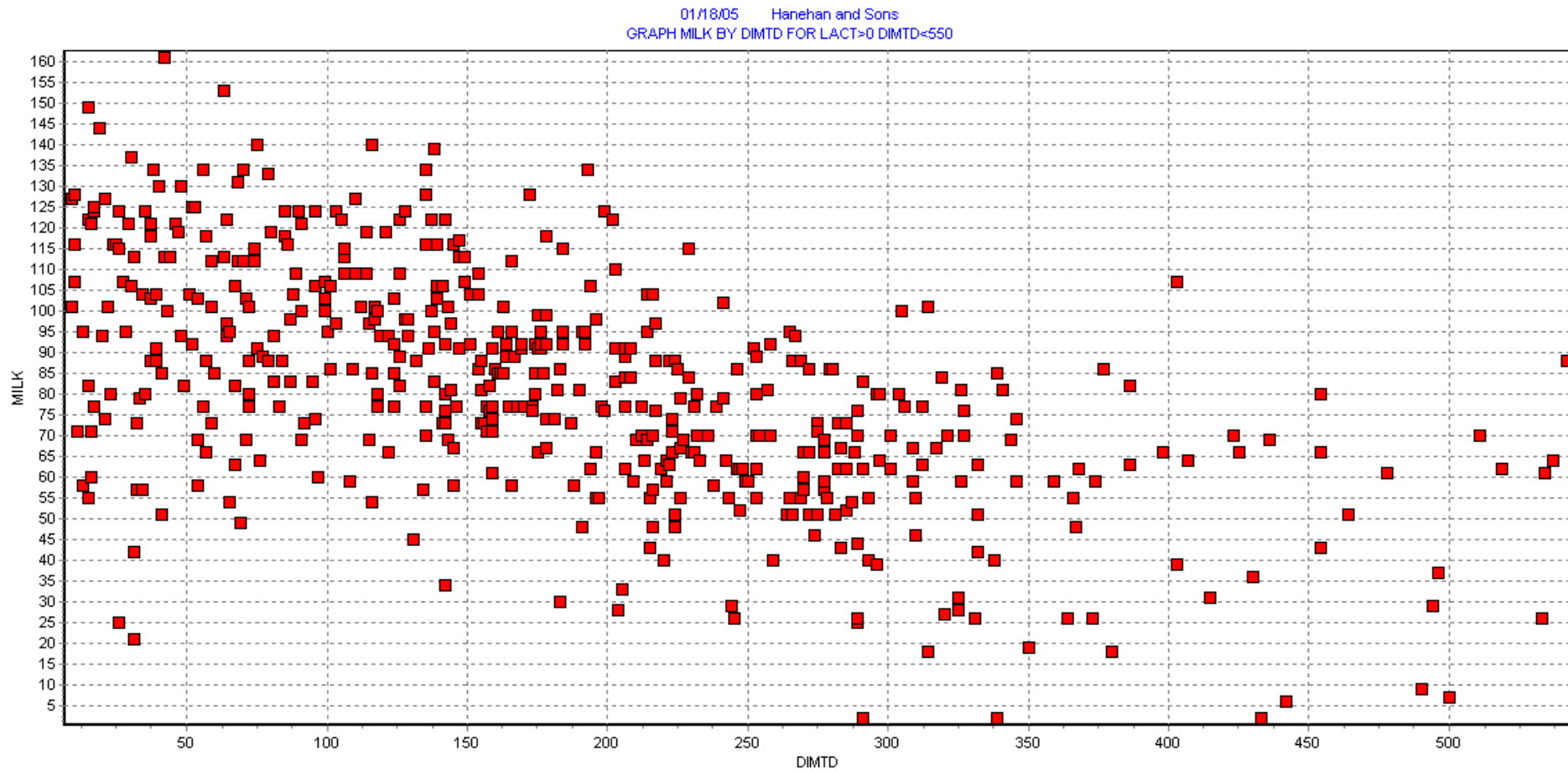
5

10

EVENTS ... FOR LACT>0\BIS													
Event	Total	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
FRESH	601	41	37	46	43	47	62	59	68	50	48	48	52
ABORT	45	7	3	4	6	3	6	5	3	2	3	4	3
SOLD	168	16	20	18	6	9	10	10	19	19	16	16	9
MAST	100	17	8	11	5	2	3	7	8	12	14	5	14
RP	65	11	4	3	3	5	7	7	10	7	11	4	2
MLKFVR	20	3	1	1	2	2	1	2	0	3	0	2	2
DA	34	5	1	3	7	0	1	4	3	3	2	3	4
KETOSIS	67	11	6	5	7	11	4	8	3	7	6	5	2
MET	15	3	2	1	6	1	0	0	0	2	1	1	0
TOTALS	1115	82	85	100	73	78	105	96	123	106	88	90	89

552 cows (514 milking, 38 dry) in herd

# Milk by DIM for the entire herd



# Lact = 1 Milk by DIM

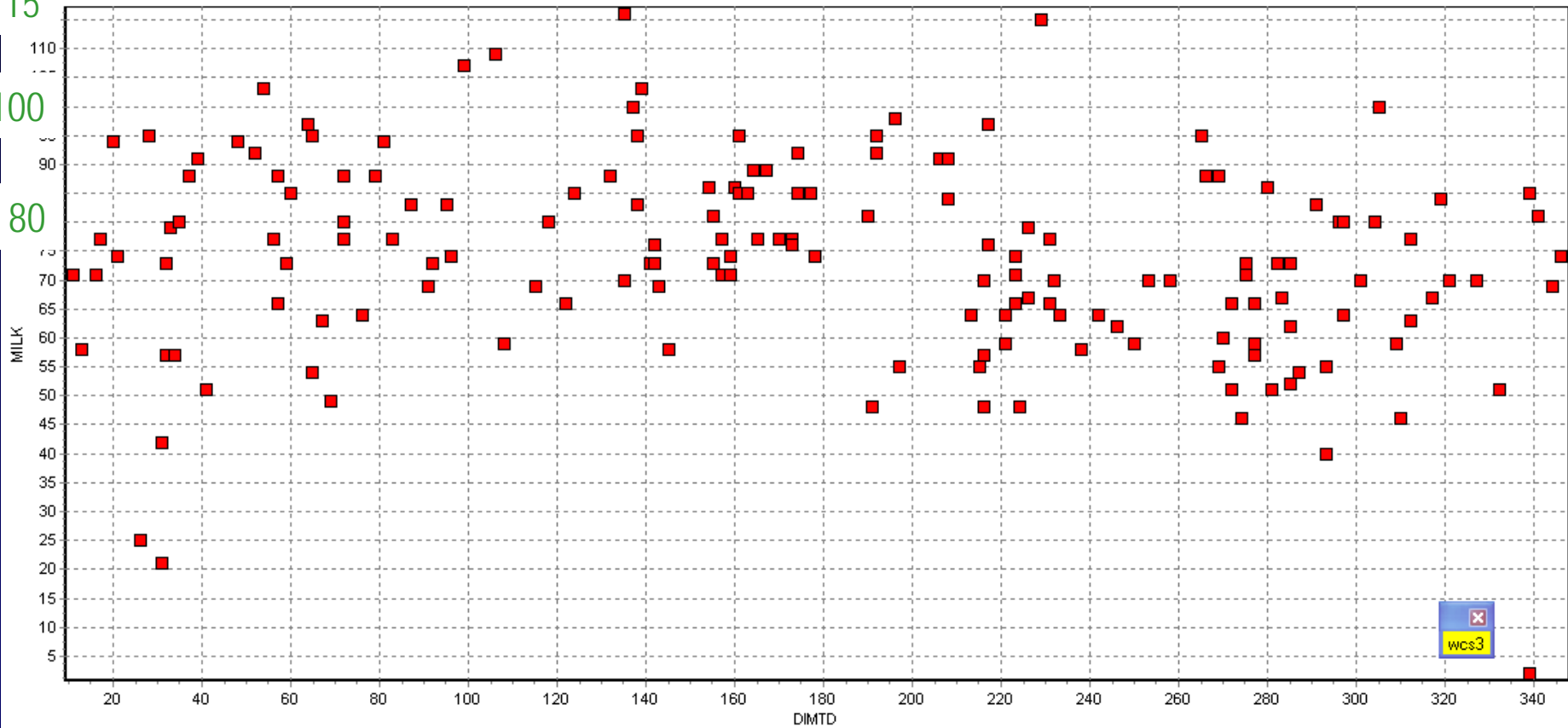
115

100

80

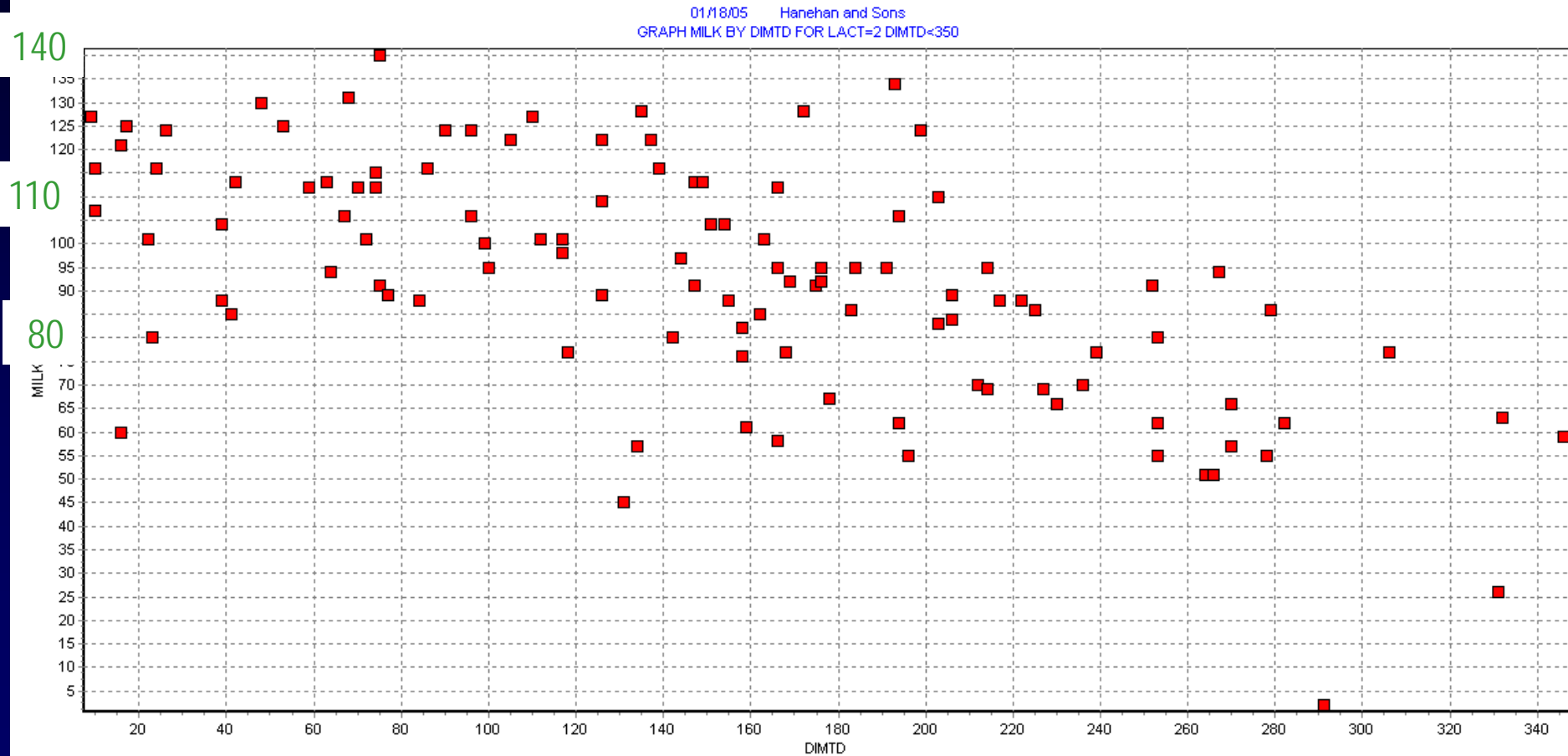
MILK

01/18/05 Hanehan and Sons  
GRAPH MILK BY DIMTD FOR LACT=1 DIMTD<360

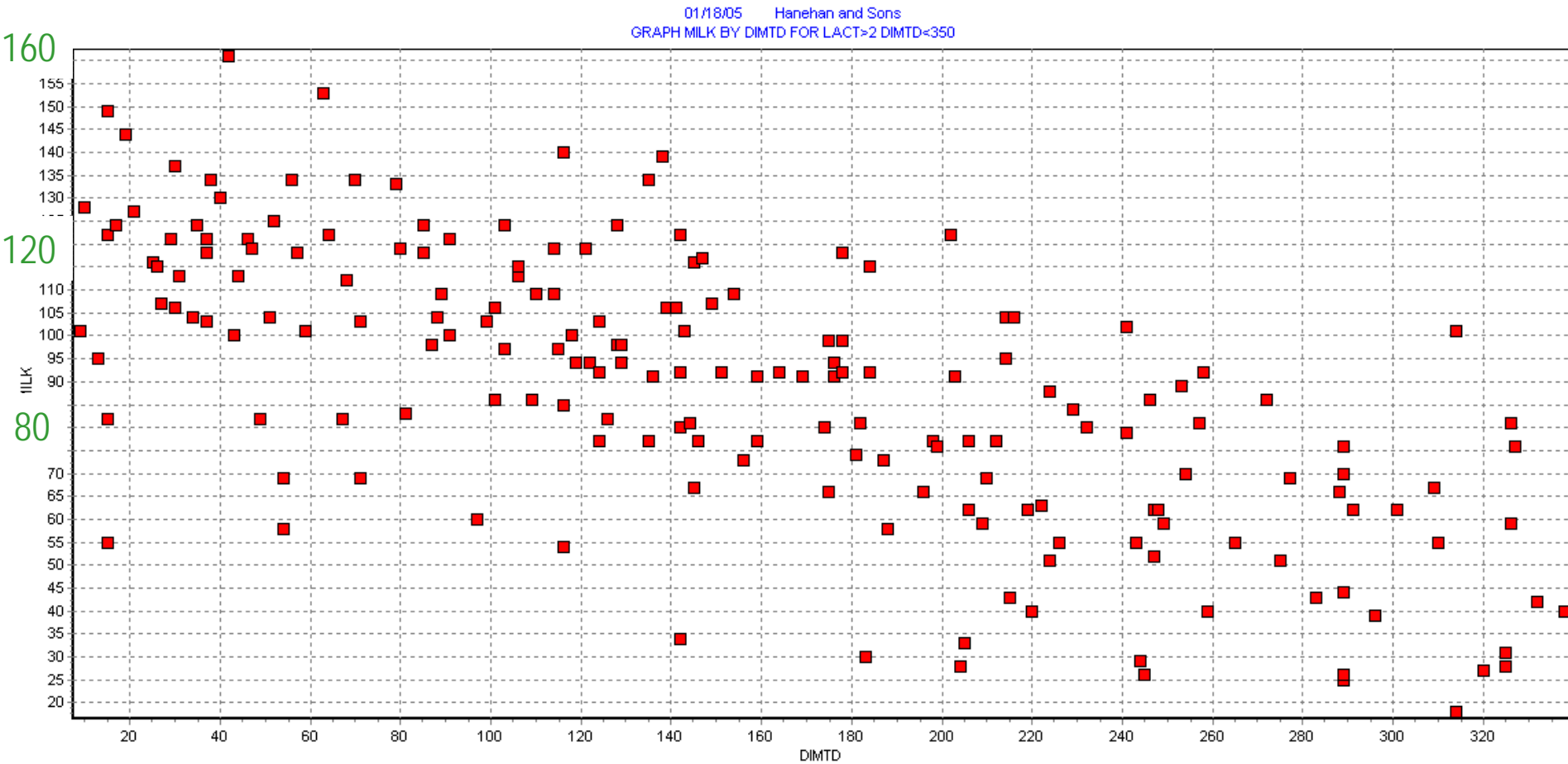


wcs3

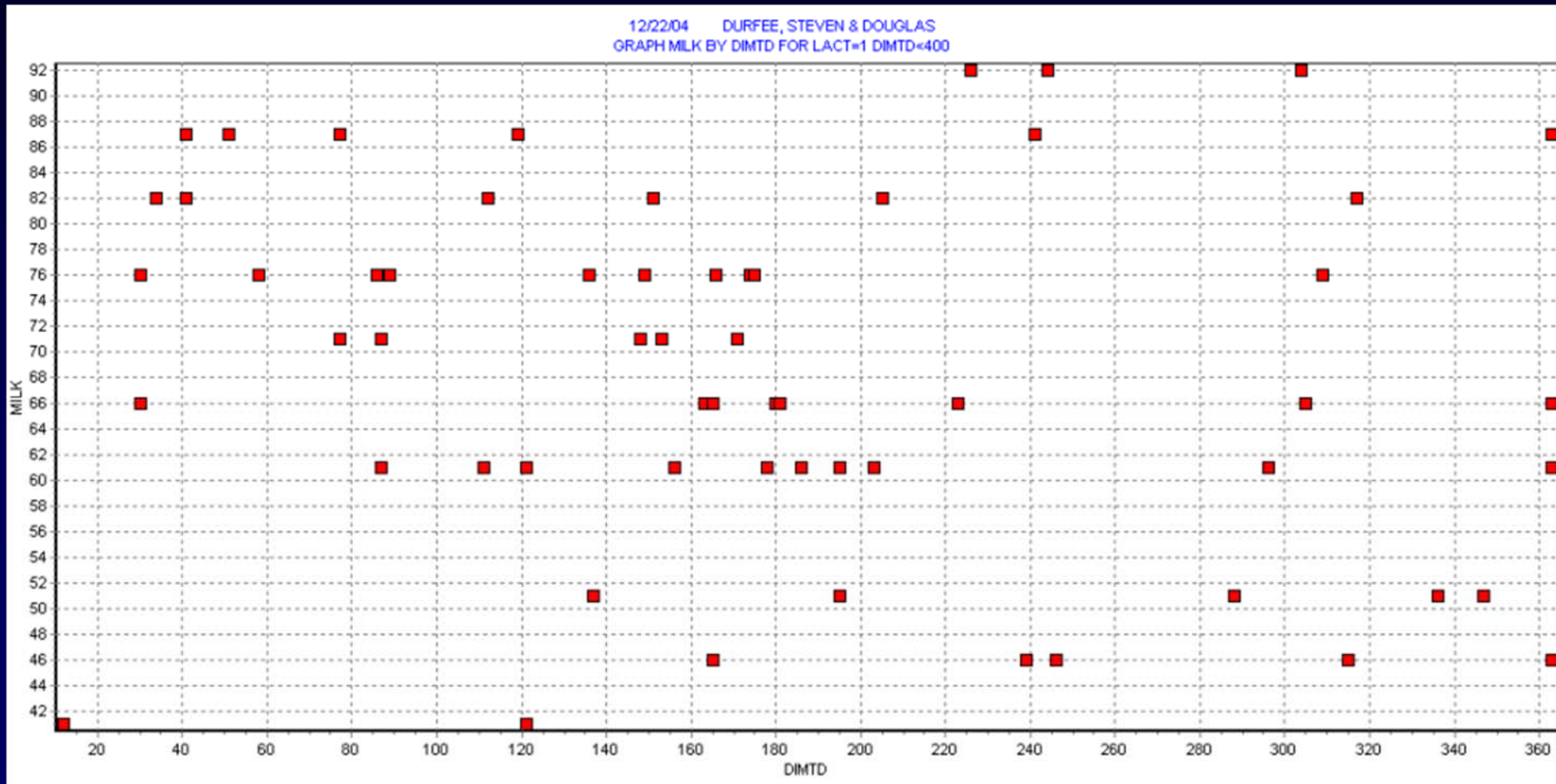
# Lact = 2 Milk by DIM



# Lact > 2 Milk by DIM



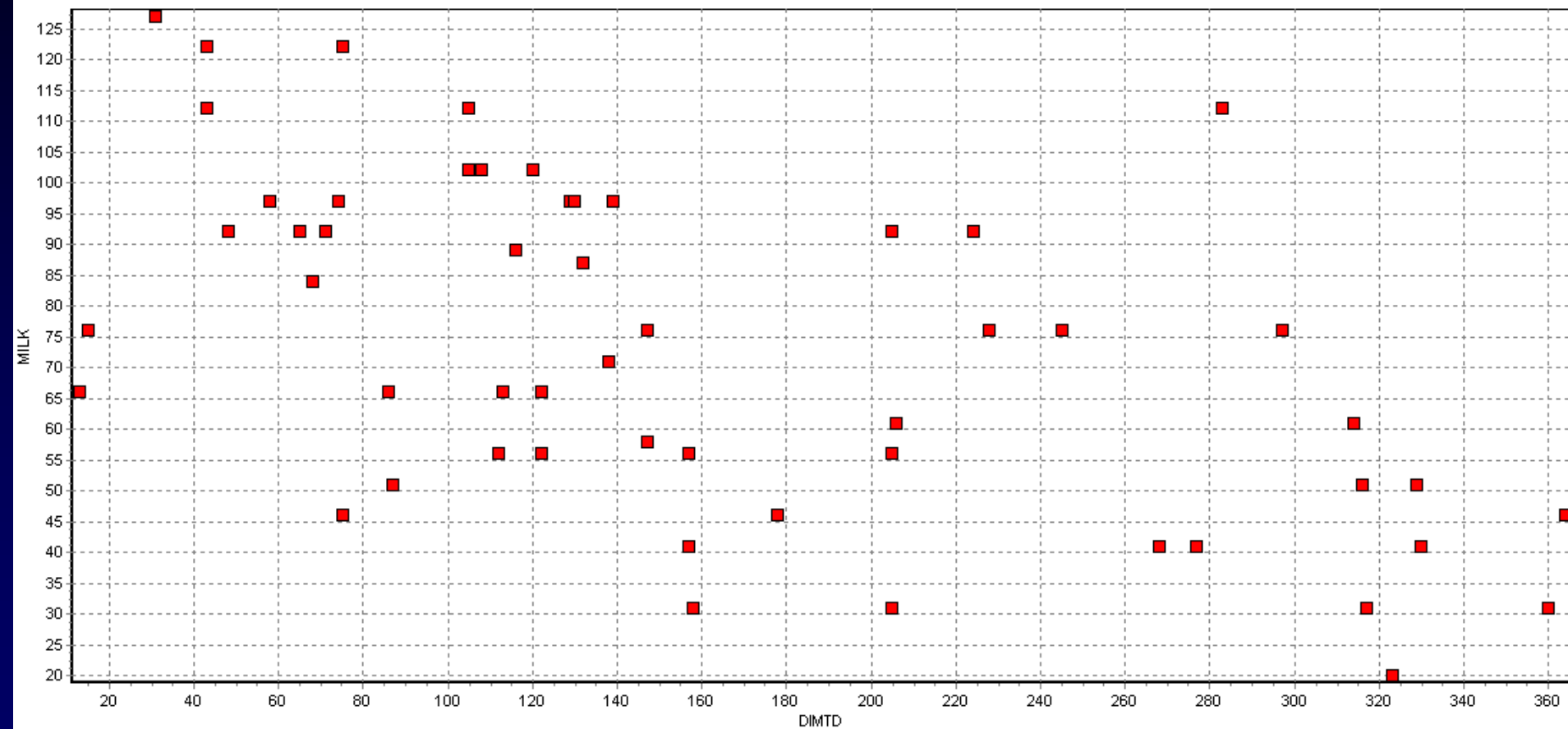
# Lact = 1 Milk by DIM





# Lact > 2 Milk by DIM

12/22/04 DURFEE, STEVEN & DOUGLAS  
GRAPH MILK BY DIMTD FOR LACT>2 DIMTD<400



## When they left the herd...

EVENTS ... FOR LACT>0\BIS													
Event	Total	<30	60	90	120	150	180	210	240	270	300	330	>330
SOLD	168	48	21	11	11	13	6	4	7	3	7	6	31
TOTALS	168	48	21	11	11	13	6	4	7	3	7	6	31

552 cows (milking and dry) in herd  
 $168/552 = 30\%$  cull rate

$(48+21)/168 = 41\%$  of culls left within 60 days

# Why they left the herd

ECON ... FOR LACT>0													
CAR	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOT
Any sickness	0	3	3	1	0	0	2	0	0	1	0	0	10
Sold -- low producti	1	4	1	2	0	0	0	2	1	3	1	2	17
Sold -- breeding	5	2	5	1	0	1	0	2	3	0	0	0	19
Died	0	2	1	0	0	0	0	1	0	0	5	0	9
Sold -- mastitis	0	2	0	1	2	0	0	1	4	3	0	3	16
Abort	2	0	1	0	0	0	0	1	0	0	0	0	4
Record not to be use	0	0	2	1	1	0	3	4	0	3	2	0	16
10	0	0	0	0	0	0	0	0	0	0	1	1	2
11	0	4	0	0	0	0	1	0	1	0	0	0	6
12	1	0	0	0	1	1	0	1	1	0	0	0	5
13	5	1	2	0	3	7	1	6	3	3	3	2	36
14	0	0	0	0	0	0	0	0	0	0	2	0	2
15	2	2	3	0	2	1	3	1	6	3	2	1	26
Totals	16	20	18	6	9	10	10	19	19	16	16	9	168

1.5%?

Esc

A

BREDSUM\V47

Date	Ht	Elig	Heat	Pct	Pg	Elig	Preg	Pct	Aborts
1/06/04		131	61	47		130	27	21	2
1/27/04		132	71	54		130	23	18	4
2/17/04		127	74	58		125	30	24	5
3/09/04		118	77	65		116	29	25	2
3/30/04		102	58	57		100	24	24	0
4/20/04		105	53	50		105	15	14	1
5/11/04		123	60	49		123	18	15	2
6/01/04		127	63	50		127	26	20	0
6/22/04		126	65	52		125	20	16	1
7/13/04		148	77	52		147	21	14	1
8/03/04		157	99	63		155	39	25	2
8/24/04		147	80	54		146	23	16	1
9/14/04		158	87	55		154	27	18	2
10/05/04		167	98	59		166	38	23	0
10/26/04		153	73	48		152	22	14	0
11/16/04		160	81	51		154	12	8	1
12/07/04		171	90	53		0	0	0	0
12/28/04		140	100	71		0	0	0	0
Total	2181	1177	54		2155	394	18		24

# Cow Repro Results

Goal:  
> 20% PR

Pregnancy Rate

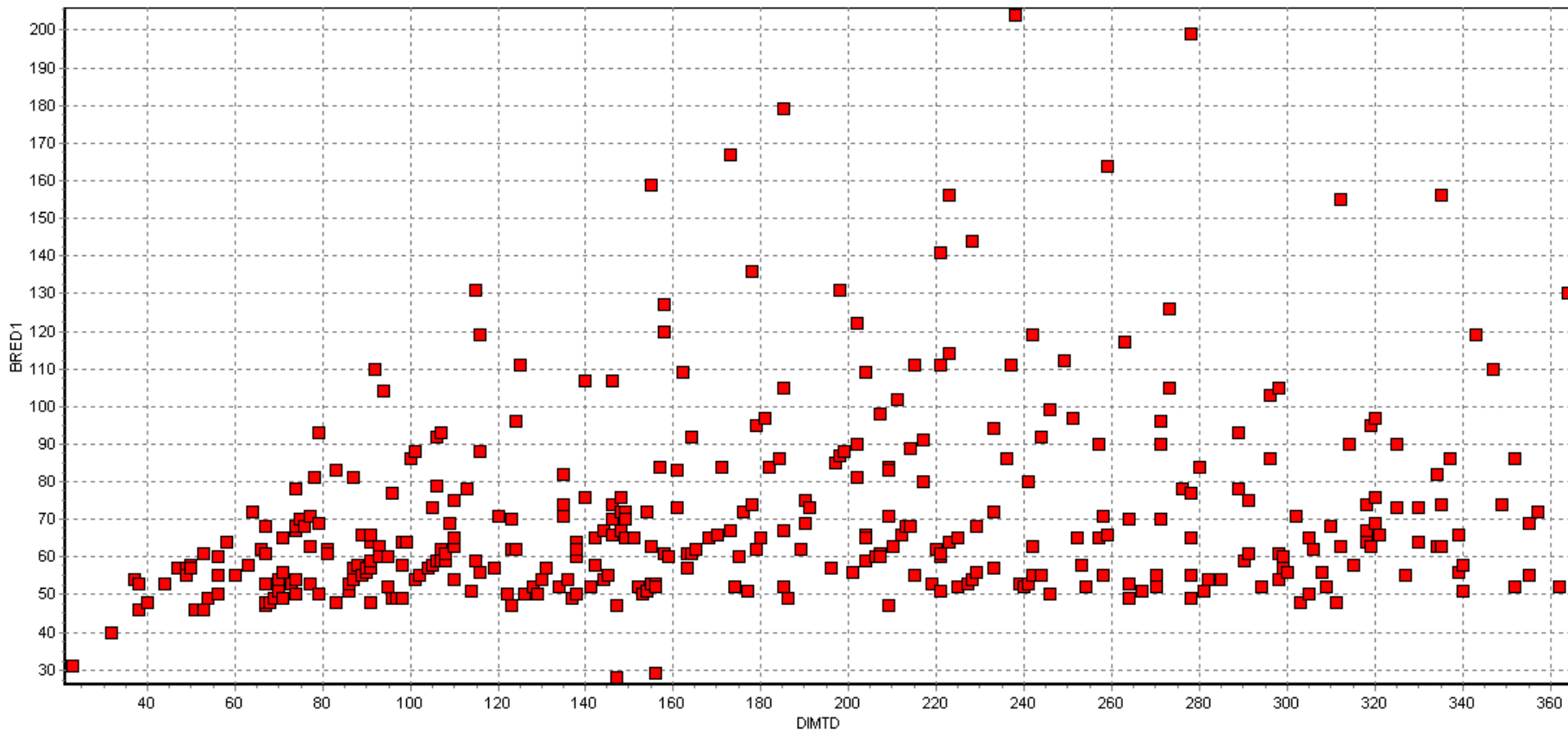
37% CR

Heat Detection Rate

# DIM at first breeding

DIM at 1<sup>st</sup> breeding

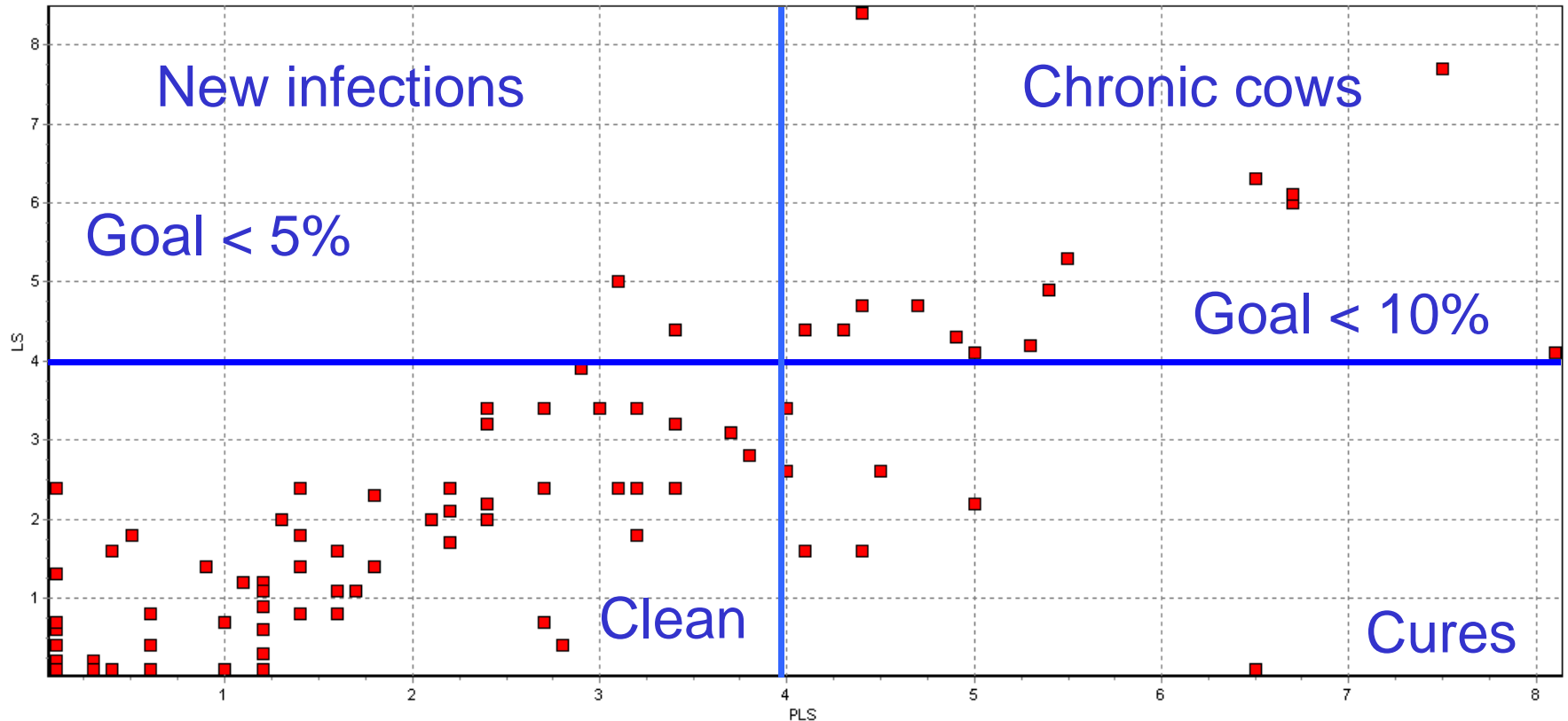
11/18/04 Hanehan and Sons  
GRAPH BRED1 BY DIMTD FOR BRED1>0 DIMTD<365



DIM

# Udder Health – Previous LS by LS

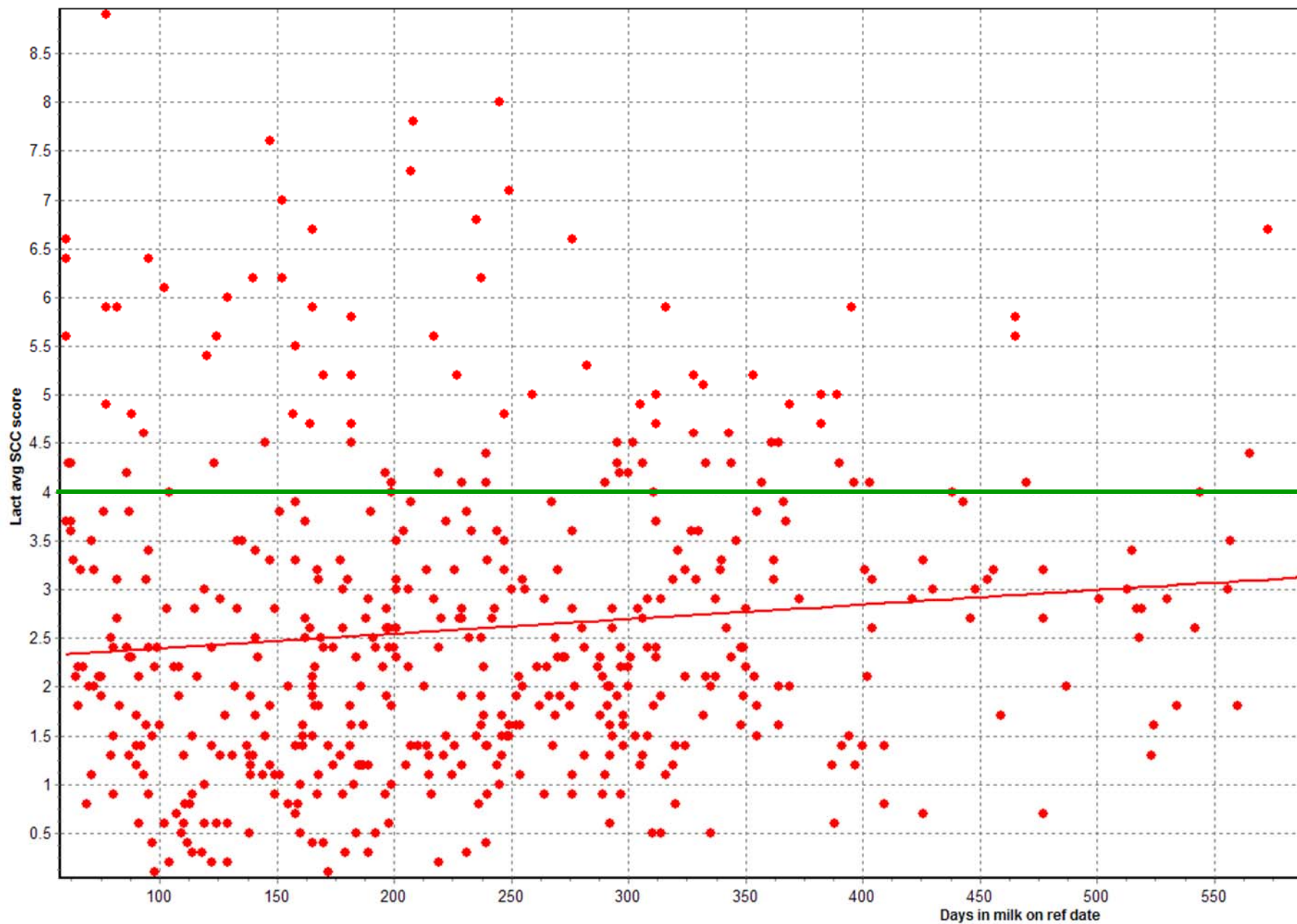
12/13/04 BLACK BROOK FARM  
GRAPH LS BY PLS



#COW	Av	LS	Av	PLS
95		2.2		2.5

Days in Milk vs Lact Avg SCC

Filter: Cows





COWVAL\R

Parameter	Value	
Cull Milk	59	
Replacement	925	
Heifers	475	
To Sell	79	
To Keep	473	
Average	CWVAL	811
Open	276	
Average	PGVAL	344
Preg	210	
Average	PGVAL	1075

$79/552 = 14\%$



# Cows that may make the dairy more money by being replaced...

SHOW ... FOR MILK>0 BY CWVAL							
ID	CWVAL	PGVAL	LACT	DIM	MILK	RELV	RPRO
1622	-1430	-1430	4	197	30	52	PREG
2336	-1228	-899	1	40	25	47	FRESH
2322	-1174	-533	1	45	42	58	FRESH
2314	-1080	-1233	1	45	21	41	FRESH
2339	-1079	-190	1	83	49	62	BRED
2334	-1070	63	1	79	54	65	BRED
1717	-1048	59	5	29	55	62	OK/OPEN
1611	-980	-36	5	68	69	59	BRED
2111	-915	288	1	48	57	62	FRESH
2370	-914	-119	1	55	51	70	FRESH
1752	-901	42	4	85	69	63	BRED
2320	-893	497	1	46	57	69	FRESH
135	-856	-856	4	229	43	46	PREG
1711	-770	-562	4	68	58	58	FRESH
1891	-742	-742	3	234	40	74	PREG
1951	-726	-497	3	156	34	72	PREG
2091	-697	-652	2	145	45	64	BRED
279	-696	276	2	30	60	70	FRESH

# Why has Hanehan Dairy grown this past year?

- Average DOA but moving in right direction
- Above average heifer reproductive results
- The vast majority of cows freshen well
- Very low mastitis rate
- Above average cow reproductive results
- Don't have to sell many cows